



For Immediate Release

Polycab India Limited

Results for the Second Quarter and Half-Year ended September 30 2019

Q2FY20 Revenue at Rs. 22,419 mn; up 24% y-o-y

PBT at Rs. 2,303 mn; up 66% y-o-y

PAT at Rs. 1,938 mn; up 117% y-o-y

Mumbai, October 23, 2019: Polycab India Limited (BSE: 542652, NSE: POLYCAB) today announced its consolidated results for the second quarter and half year ended September 30 2019.

Commenting on the financial performance, Mr. Inder Jaisinghani, Chairman and Managing Director, Polycab India Limited, said: *“We have delivered another quarter and half year of robust growth. Our profitability has more than doubled during the quarter and our customer centric focus and robust distribution network have ensured that we maintain our growth momentum. Going forward, we remain committed to delivering consistent and profitable growth”*

Highlights on consolidated performance for the quarter ended September 30 2019

- Revenue grew 24% y-o-y to Rs. 22,419 mn driven by strong growth across segments
 - The wires and cables business grew 20% to Rs. 18,811 mn in Q2FY20 from Rs. 15,656 mn in Q2FY19
 - The FMEG business grew 42% to Rs. 1,956 mn in Q2FY20 from Rs. 1,381 mn in Q2FY2019
- PBT grew by 66% to Rs. 2,303 mn in Q2FY20 from Rs. 1,386 mn in Q2FY19
- PAT grew by 117% to Rs. 1,938 mn from Rs. 895 mn in Q2FY19
 - PAT margin at 8.6% in Q2FY20, was up by c. 370bps y-o-y
- ROCE at 26.3% and ROE at 22% for Q2FY20, up 222 bps and 778 bps respectively from Q2FY19



Highlights on consolidated performance for the half-year ended September 30 2019

- Revenue grew 20% to Rs. 41,933 mn driven by strong growth across segments
 - The wires and cables business grew 14% to Rs. 34,916 mn in H1FY20 from Rs. 30,707 mn in H1FY19
 - The FMEG business grew 52% to Rs. 4,357 mn in H1FY20 from Rs. 2,862 mn in H1FY2019
- PBT grew by 69% to Rs. 4,369 mn in H1FY20 from Rs. 2,587 mn in Q2FY19
- PAT grew by 98% to Rs. 3,291 mn in H1FY20 from Rs. 1,665 mn in H1FY19
 - PAT margin at 7.8% in H1FY20, was up by c. 300bps
- ROCE at 25.0% and ROE at 18.7% for H1FY20, up 212 bps and 545 bps respectively from H1FY19

About Polycab

Polycab India Limited (PIL) is engaged in the business of manufacturing and selling wires and cables and Fast Moving Electrical Goods (FMEG) under the “POLYCAB” brand. PIL is the largest manufacturer in the wires and cables industry in India, in terms of revenue from the wires and cables segment. In the FMEG segment, PIL also manufactures and sells electric fans, LED lighting and luminaires, switches and switchgears, solar products and conduits and accessories.

PIL has 25 manufacturing facilities, including two joint ventures with Techno Electromech Private Limited (“Techno”) and Trafigura Pte Limited. (“Trafigura”), located across the states of Gujarat, Maharashtra and Uttarakhand and the union territory of Daman and Diu. The Company has an established supply chain network in India comprising of over 3,400 authorised dealers and distributors and 30 warehouses. PIL supplies their products directly to authorised dealers and distributors who in turn supply these products to over 120,000+ retail outlets in India.

For further information, please visit www.polycab.com

Disclaimer: *Certain statements in this press release may be forward-looking statements and/or based on management’s current expectations and beliefs concerning future developments and their potential effects upon Polycab and its associates. The forward-looking statements are not a guarantee of future performance and involve risks and uncertainties and there are important factors that could cause actual results to differ, possibly materially, from expectations reflected in such forward-looking statements. Polycab does not intend, and is under no obligation, to update any forward-looking statement contained in this press release.*